

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 01051 061228Z

72

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 061055Z MAR 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 4078
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 1051

FOR BIC/OIM: EMBASSIES PASS CA'S AND AG OFFICES.

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: HOTEL EXHIBITION. (HRI)

1. INGENJORSBYRAN VVS AB DECLINES FOR GAYLORD INDUSTRIES. CANNOT PARTICIPATE DUE OTHER EXHIBITION ENGAGEMENTS.
 2. AB SIBE DECLINES FOR SINGER THEY CLAIM PRODUCTS NOT SUITABLE THIS EXHIBITION.
 3. MR. FRED SHOEMAKER OF ELECTROLUX, AMAL DECLINES FOR THEIR SUBSIDIARY KELTEC, INC. THE SCANDINAVIAN MARKET FOR KELTEC PRODUCTS IS TOO SMALL AND IN ADDITION THESE PRODUCTS ARE MARKETED HERE UNDER THE ELECTROLUX TRADE NAME. THE OTHER ELECTROLUX. ALINGSIS LEAD IS BEING DEVELOPED.
 4. WE HAVE HAD A SERIES OF CONTACTS WITH PAUL LEDERHAUSEN AB MULTI-ACCOUNT-AGENT REPRESENTING HENNY PENNY AND A NUMBER OF OTHER US PRINCIPALS. THEIR PRESENT ATTITUDE IS RATHER NEGATIVE. WE WILL CONTINUE TO WORK ON THIS LEAD AND REPORT WHEN FINAL DECISION REACHED.
 5. MR. ARTHUR THIEL OF NK CORY DECLINES FOR CORY CORPORATION.
 6. REPRESENTATIVES OF BERKEL AB REPRESENTING THE HOBART MFG COMPANY WILL MEET AND DISCUSS PARTICIPATION WITH MAATSCHAPPIG VA BERKEL, HOLLAND. THE LATTER
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COMPANY LISTED BY OIM AS CONTACT FOR BERKEL, INC.,

LA PORTE, IND. DECISION NEXT WEEK.
STRAUSZ-HUPE

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NNN

Message Attributes

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Margaret P. Grafeld
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